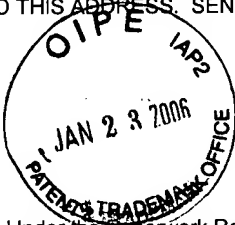


Burden Hour Statement: This form is estimated to take 2.0 hours to complete. Time will vary depending upon the needs of the individual case. Any comments on the amount of time you are required to complete this form should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, Washington, DC 20231. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Assistant Commissioner for Patents, Washington, DC 20231.



PTO/SB/08B (10-01)

Approved for use through 10/31/2002. OMB 0651-0031

U.S. Patent and Trademark Office: U.S. DEPARTMENT OF COMMERCE

Under the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it contains a valid OMB control number.

Substitute for form 1449A/PTO			
INFORMATION DISCLOSURE STATEMENT BY APPLICANT (use as many sheets as necessary) Sheet 1 of 2		Application Number	09/909,411
		Filing Date	July 19, 2001
		First Named Inventor	Sharon Drew Morgen
		Art Unit	3623
		Examiner Name	Scott L. Jarrett
OTHER PRIOR ART -- NON PATENT LITERATURE DOCUMENTS			
Examiner Initials*	Cite No. (1)	Include Name of author (in CAPITAL LETTERS), title of the article (when appropriate), title of the item(book, magazine, journal, serial, symposium, catalog, etc.), date, page(s), volume-issue number(s), publisher, city and/or country where published	T(2)
	1	The Morgen Buying Facilitation Method: A New Business Paradigm that Replaces Sales brochure, Morgen Facilitations, Inc., June 1999.	
	2	Selling with Integrity course syllabus, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	3	Presenting with Buying Facilitation course syllabus, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	4	Serving with Integrity course syllabus, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	5	Selling with Integrity Sales Training course description, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	6	Decision-Navigation: People Helping People Decide course description, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	7	Serving with Integrity Customer Service Training course description, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	8	The Strategic Sales Management Program course description, SHARON DREW MORGEN, Morgen Facilitations, Inc., June 1999.	
	9	"Stupid" Selling: Let the client lead the way, SHARON DREW MORGEN, Success Magazine Op Ed, Sales Issue, October 1998.	
	10	Serving Need, Not Greed, SHARON DREW MORGEN, At Work Magazine, June 1998.	
	11	Selling with Integrity, SHARON DREW MORGEN, Berrett-Koehler Publishers 1997.	
	12	It's the Buyer, Stupid, JAN PARR, Dividends Magazine, 1996.	
	13	Introduction to the Buying Facilitation Process tape, SHARON DREW MORGEN, Morgen Facilitations, Inc., November 1992.	
	14	Sales and Institution: Helping the Buyer Buy tape, SHARON DREW MORGEN, Morgen Facilitations, Inc., November 1992.	
Examiner Signature		Date Considered	

EXAMINER: Initial if reference considered, whether or not citation is in conformance with MPEP 609. Draw line through citation if not in conformance and not considered. Include copy of this form with next communication to applicant. (1) Applicant's unique citation designation number (optional). (2) Applicant is to place a check mark here if English language Translation is attached.

Burden Hour Statement: This form is estimated to take 2.0 hours to complete. Time will vary depending upon the needs of the individual case. Any comments on the amount of time you are required to complete this form should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, Washington, DC 20231. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Assistant Commissioner for Patents, Washington, DC 20231.

PTO/SB/08B (10-01)

Approved for use through 10/31/2002. OMB 0651-0031

U.S. Patent and Trademark Office: U.S. DEPARTMENT OF COMMERCE

Under the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it contains a valid OMB control number.

Substitute for form 1449A/PTO			
INFORMATION DISCLOSURE STATEMENT BY APPLICANT (use as many sheets as necessary) Sheet 2 of 2		Application Number	09/909,411
		Filing Date	July 19, 2001
		First Named Inventor	Sharon Drew Morgen
		Art Unit	3623
		Examiner Name	Scott L. Jarrett
OTHER PRIOR ART -- NON PATENT LITERATURE DOCUMENTS			
Examiner Initials*	Cite No. (1)	Include Name of author (in CAPITAL LETTERS), title of the article (when appropriate), title of the item(book, magazine, journal, serial, symposium, catalog, etc.), date, page(s), volume-issue number(s), publisher, city and/or country where published	T(2)
	15	Motivational tape: The Step-by-Step Guide tape, SHARON DREW MORGEN, Buying Facilitation Training Program, Morgen Facilitations, Inc. November 1992.	
	16	Introductory lecture: Laying the Foundation tape, SHARON DREW MORGEN, Buying Facilitation Training Program, Morgen Facilitations, Inc. November 1992.	
	17	Responsibility in communicating: The Lecture tape, SHARON DREW MORGEN, Buying Facilitation Training Program, Morgen Facilitations, Inc.- November 1992.	
	18	Outgoing prospecting calls: Prospecting, Cold Calling and Qualifying tape, SHARON DREW MORGEN, Buying Facilitation Training Program, Morgen Facilitations, Inc. November 1992.	
	19	Incoming problem and complaint calls: Handling Difficult Situations tape, SHARON DREW MORGEN, Buying Facilitation Training Program, Morgen Facilitations, Inc. November 1992.	
	20	Questions and answers on Buying Facilitation: Troubleshooting with Sharon drew Morgen tape, SHARON DREW MORGEN, Buying Facilitation Training Program, Morgen Facilitations, Inc. November 1992.	
	21	Sales on the Line, SHARON DREW MORGEN, Metamorphous Press, 1993.	
	22		
	23		
	24		
	25		
	26		
	27		
	28		
Examiner Signature		Date Considered	

EXAMINER: Initial if reference considered, whether or not citation is in conformance with MPEP 609. Draw line through citation if not in conformance and not considered. Include copy of this form with next communication to applicant. (1) Applicant's unique citation designation number (optional). (2) Applicant is to place a check mark here if English language Translation is attached.